



UTC Aerospace Systems

UTC Aerospace Systems is among the largest global suppliers of technologically advanced products. We design and manufacture aerospace systems for commercial, regional, corporate and military aircraft and are a major supplier for international space programs. Our industrial products serve industries ranging from hydrocarbon, chemical and food processing to construction and mining.

Engine Systems (ES) provides complete jet engine controls and accessory packages. From the fuel tank to the ignitors, we have the resources and expertise to design, qualify, and manufacture first in class central systems for our aerospace engine customers.

The UTAS Marston site in Wolverhampton has been providing products for aerospace use for over 90 years; from the inception of aircraft and aero-engine manufacture in Great Britain. Today we supply an integrated range of heat transfer and fluids management products for commercial and military markets, including heat exchangers, metallic and flexible hoses, fuel manifolds and ozone converters.

UTAS Marston is looking for a **Business Development Manager** to join our team.

Location: HS Marston, Wolverhampton

Position summary:

- Build a strong network with existing and new Customers.
- Develop the BD network with other UTAS sites that ensures Marston position for cross business opportunity
- Effective communication of Customer needs to all areas of the business as necessary
- Coordinate the bid and proposal process that ensures timescales are achieved with high quality new business proposals that assure success.
- Implement robust Account Management working closely with other Departments as well as with the Customer.
- Deliver robust commercial planning that is supported by Customer contracts.
- Define and implement a departmental development plan considering business targets, skills, tools and process.
- Ensure applicable Export Licence and confidentiality controls are in place.
- Mandatory compliance with EH&S Policy, support the meeting of EH&S targets and plans, and recommend improved EH&S practices wherever possible.



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Requirements:

- Excellent communication. Must be able to interact effectively to all levels and influence stakeholders.
- Aerospace experience ideally associated with Engine equipment
- Demonstrable leadership skills in a Sales and Marketing environment.
- Self-motivated and able to drive change
- Educated to Degree level.

Additional Requirements

- Some UK and overseas travel will be required
- Flexibility to work additional hours as necessary to ensure business needs are met
- Participate in the Company's ACE (Achieving Competitive Excellence) initiative and any further Company driven initiatives.

Anyone wishing to apply for the above vacancy should send a CV and covering letter to the Human Resources Department.

Internal and external candidates will be considered.

The closing date for receipt of applications is **Friday 24th March, 2017**

This position may involve access to export controlled information and hardware where an export license would be required for compliance with applicable laws and regulations. Employment will be subject to satisfactory security checks, export license approval, and if required, completion of a non-disclosure agreement.